

**ISQ Examination - Winter- 2012**  
**Microfinance - Stage- III**

- Q. State any FIVE differences between conventional insurance and micro-insurance.
- Q. The Client Protection Principles have been developed by Smart Campaign, which describe the minimum protection microfinance clients should expect from providers. List any FIVE of these Client Protection Principles.
- Q. Highlight FIVE issues/challenges that are faced by microfinance institutes in Pakistan which cause problems in loan recovery and collection process.
- Q. Provision of microfinance services can greatly improve the quality of life of the poor and marginalized segment of the society. Explain at least THREE positive impacts of microfinance with the help of local examples.
- Q. Explain the role of financing in sustainable microenterprise development for Pakistan.
- Q. Discuss the importance of understanding borrowing cause of a microenterprise. What is the impact that an incorrect assessment of borrowing cause can have?
- Q. Discuss any FIVE challenges faced by microfinance banks in Pakistan in terms of their collection efforts. Explain the measures taken by microfinance institutions to overcome these challenges at an industry level.
- Q. The microfinance clients generally lack access to traditional banks due to their inability to meet their collateral requirements. Explain how the microfinance institutions have managed to mitigate this problem in light of collateral substitutes.

- Q.
- a. Discuss any FIVE characteristics of microenterprise owners.
  - b. Describe features of any local microfinance product which caters to the business needs of a microenterprise owner.
  - c. Describe TWO ways in which lenders can use the knowledge of these characteristics to design microfinance products to suit the business needs of the microenterprise owner?

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